

Message Text

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46

ACTION EB-11

INFO OCT-01 EUR-25 EA-11 ISO-00 DODE-00 NSAE-00 RSC-01

TRSE-00 AEC-11 CIAE-00 COME-00 SS-15 MC-02 OMB-01 L-03

INR-10 PA-03 USIA-15 PRS-01 SPC-03 DRC-01 /114 W

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R 191516Z SEP 73

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 3305

INFO USLO PEKING

AMEMBASSY LONDON

UNCLAS PARIS 24646

E.O. 11652: N/A

TAGS: ETRN, FR, CH

SUBJECT: CIVAIR: PRC ORDER FOR CONCORDES

1. PRC HAS ORDER PENDING FOR TWO CONCORDE SSTs. PRESIDENT POMPIDOU IS REPORTED TO HAVE ALLUDED DURING HIS PEKING VISIT TO "PROBLEMS" ON THIS SCORE. AFP REPORTS INFORMED CIRCLES IN PARIS AS INDICATING THAT REFERENCE HERE WAS TO FAILURE OF PRC TO ENGAGE IN FINAL NEGOTIATIONS TO FIRM UP PURCHASE FOLLOWING PLACING OF PRELIMINARY ORDER WITH DOWNPAYMENT IN JULY 1972. PRC HAS YET TO RESPOND TO GOF OVERTURES OF LAST FEBRUARY FOR FINAL NEGOTIATIONS, WHICH WERE TO TAKE PLACE IN PEKING WITHIN ONE YEAR FROM PLACING OF PRELIMINARY ORDER. PRC WAS THEN EXPECTED TO ORDER A THIRD CONCORDE FROM BAC. (NEGOTIATIONS WOULD INCLUDE ARRANGEMENTS WITH AEROSPATIALE, WHICH IS FRENCH BUILDER OF CONCORDE, FOR PILOT TRAINING, AFTER-SALES SERVICE, PROTECTION OF PATENTS, ETC.)

2. AFP REPORTS THESE CIRCLES EXPLAIN DELAY ON GROUNDS "CHINESE HAVE A HABIT OF NEGOTIATING ONLY ONE DEAL AT A TIME," AND DEAL CURRENTLY UNDER DISCUSSION IS PRC PURCHASE OF SUPER FRELON HELICOPTERS
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ALSO BUILT BY AEROSPATIALE (STATE 183448). THESE

SAME CIRCLES ARE SAID TO THINK IT LIKELY THAT CONCORDE
NEGOTIATIONS WILL RESUME WHEN A PRC DELEGATION VISITS
FRANCE NEXT MONTH.IRWIN

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NNN

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